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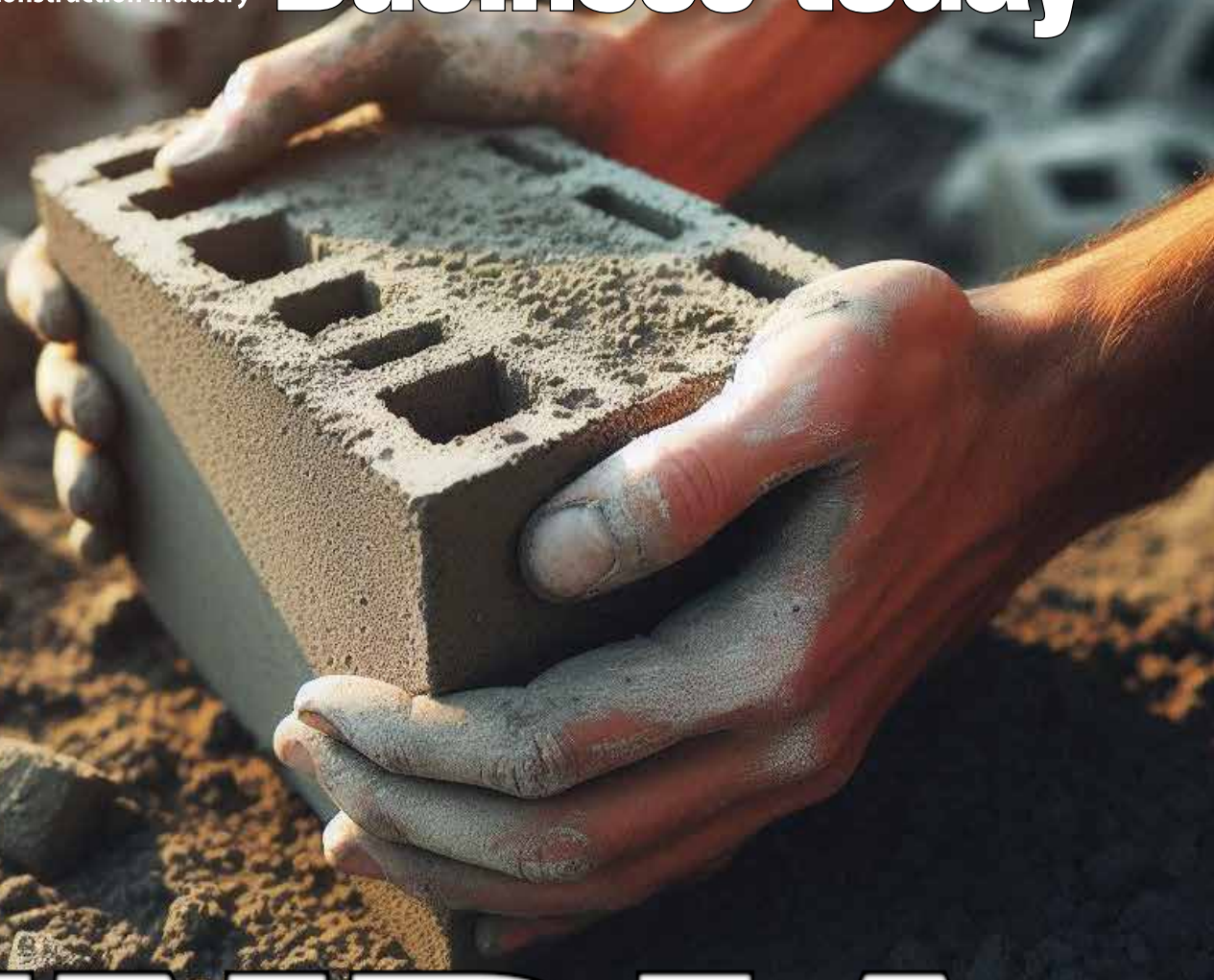
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Contents

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Cover Story - 32

India Under Construction

As the country pours unprecedented investment into transport and logistics, a powerful new connectivity spine is being created. This transformation is turning distance into opportunity and mobility into economic advantage.

66		68		80		82		84	
	DIMITROV KRISHNAN, Managing Director, Volvo Construction Equipment India		THOMAS FISCHER, Chairman, The Supervisory Board, Mann+Hummel		M SATYANANDAN, VP & Head – Power Solutions Business, Ashok Leyland		SAGAR SAWLANI, CEO, Dingli SAARC		RISHABH P NAIR, Head – Brands & Content, TIL
86		88		90		92		94	
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“EXCON 2025 has reinforced our belief that TIL is well-positioned to serve both India and international markets...”

TIL Ltd made a dynamic return to EXCON 2025, spotlighting a customer-focused product lineup and refreshed leadership direction. From versatile material handling to advanced machines for defence, infrastructure, ports, and logistics, **Rishabh P Nair, Head – Brands & Content, TIL Ltd**, shared insights with *Construction Business Today* on the company’s roadmap, localisation strategy, and sector ambitions.

With TIL comeback at EXCON 2025, what message do you want the industry—customers, competitors, and partners—to take away?

The message is simple and clear: TIL is back in action. Over the past couple of years, we’ve strategically recalibrated our approach, and this year we are re-entering key markets like truck and train handling with renewed energy. EXCON 2025 provides the perfect platform to demonstrate that we are not just back, but stronger, more innovative, and fully aligned with India’s accelerating project pipeline.

Could you give us an overview of the products introduced at EXCON 2025?

This year at EXCON 2025, we introduced three key products that mark a significant leap forward for TIL. The Carryking 515, our flagship offering, embodies the ‘new TIL’ with its versatility, robustness, and ability to serve multiple industries including defence, infrastructure, ports, and logistics, reflecting our commitment to high-performance, customer-centric solutions. Alongside it, we launched the dual-purpose Carry-on Deck with 360-degree swivel, a true Swiss Army knife for material handling, designed for manoeuvrability and multi-functional use, catering to India’s evolving operational requirements where efficiency and adaptability are paramount. Finally, the TMS 885, particularly suited for ports, logistics, defence, and mining, combines reliability with high-capacity handling and is engineered to perform across



diverse operating conditions.

Each of these products was shaped by customer feedback and real operating conditions. We’ve spent time understanding how these machines are actually used on site before finalising their design.

Which sectors are currently driving TIL’s growth, and how does that shape your strategy?

Our growth is anchored in clearly defined sectors—primarily infrastructure, defence, ports, logistics, and mining. Infrastructure and defence are seeing accelerated activity, translating into strong demand for robust, high-performance material handling solutions. In contrast, ports and mining place a premium on precision, durability, and sustained uptime, which directly influences how our machines are engineered and deployed. As a result, we align production and R&D closely with these distinct operating requirements, enabling us to deliver solutions that are purpose-built rather than one-size-fits-all.

How technologically advanced are your products?

We offer a spectrum. Some machines are straightforward and robust, designed for operational simplicity and reliability. Others incorporate advanced technologies such as telematics, AI-enabled monitoring, and electric drives, depending on the sector and customer requirements. This dual approach allows us to cater to both traditional operators and technology-forward organisations, ensuring our solutions remain relevant across markets.

TIL has been forming partnerships in recent years. Could you tell us more?

We have strengthened collaborations

with both Indian OEMs and international partners. These partnerships have enabled us to innovate faster, expand our product portfolio, and enhance our reach across sectors like logistics and material handling. It’s part of a broader strategy to combine TIL’s engineering strengths with the capabilities of other market leaders.

Looking at exports, which markets are most promising?

We see significant opportunities in the Middle East, Africa, and APAC regions. These markets have growing infrastructure and logistics demands that align perfectly with our capabilities, and we are actively scaling production and service support to meet those opportunities.

What technological bets is TIL making for the future?

Our focus is on telematics, electric drives, and AI-enabled solutions. The aim is not just to innovate for the sake of technology, but to deliver practical, operationally relevant benefits for customers, whether it’s monitoring, efficiency, or enhanced safety.

Over the past 18 months, what competitive advantage has TIL regained?

We’ve regained our edge by listening closely to our customers. The machines we are bringing to market today are precisely the solutions they’ve asked for—tailored, reliable, and versatile. Additionally, we’ve expanded our aftermarket support, ensuring that customers can rely on TIL for service, spare parts, and maintenance, not just equipment.

Finally, what is your outlook for TIL moving forward?

We are extremely optimistic. EXCON 2025 has reinforced our belief that

TIL LIMITED @ EXCON 2025 – QUICK HIGHLIGHTS

- **TIL is Back:** Renewed momentum, refreshed leadership, and a strong presence at EXCON.
- **New Products:** Carryking 515, the dual-purpose Carry-on Deck with 360° swivel, and TMS 885 highlighted versatility, efficiency, and multi-sector readiness—while the RT RST-8, a rough-terrain empty container reachstacker, marked a global first.
- **Sector Focus:** Infrastructure, defence, ports, logistics, and mining are driving growth and shaping product strategy.
- **Localisation & Capacity:** Production at Kharagpur and other facilities meets domestic and export demands; no immediate new investment needed.
- **Technology Edge:** Telematics, electric drives, and AI-enabled solutions combine simplicity with sophistication.
- **Customer Commitment:** Expanded aftermarket support and customer-focused innovation reinforce reliability and long-term trust.

TIL is well-positioned to serve both India and international markets. With a strong product line-up, advanced technology adoption, solutions shaped by operating realities, and a robust production base, we are confident that TIL will continue to grow, innovate, and lead in the material handling and logistics space.